

Message Text

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21

ORIGIN COME-00

INFO OCT-01 EA-09 ISO-00 EB-07 /017 R

DRAFTED BY COM/BIC/OED/SIPS/J.T.HARDISTY

APPROVED BY EB/OCA/CM/EMCKEON

COM/BIC/OED/SIPS/J.T.HARDISTY

COM/BIC/OED/SIPS/S.S.LEON

COM/BIC/OED/OBOD/R.E.COHEN

COM/DIBA/BIC/OIM/P.WILSON

STATE/EA/K/F.MISCH

----- 094860

R 262313Z AUG 75

FM SECSTATE WASHDC

TO AMEMBASSY SEOUL

UNCLAS STATE 203403

E.O. 11652: N/A

TAGS: BEXP, KS

SUBJECT: PRODUCT OPPORTUNITY - KOREA NATIONAL RAILWAY

REF: STATE 200476

1. SIPS GROUP OF USDOC HAS BEEN NOTIFIED BY SOUTHERN IRON AND EQUIPMENT CO., 5522 NEW PEACHTREE ROAD, CHAMBLEE, GEORGIA 30341 OF THEIR INTEREST IN BIDDING ON BOX CARS AND GONDOLAS FOR THE KNR. COMPANY HAS MET WITH OSROK OFFICE IN NEW YORK AND HAS STATED THAT THEY ARE PERFECTLY CAPABLE OF BUILDING CARS TO SPECIFICATIONS. SOME CONCERNS OF SI AND E ARE SAME AS THOSE OF PULLMAN (E.G., WHAT ROLE WILL A KOREAN PARTNER PLAY AND WHO SHOULD THEY TEAM UP WITH). SIPS, WHILE EXPLAINING TO SI AND E THAT PULLMAN HAS EXPRESSED INTEREST IN THIS SAME REQUIREMENT, HAS ENCOURAGED SI AND E TO MAINTAIN INTEREST IN THIS POTENTIAL AND HAS ASSURED THEM THAT THEY WILL BE FURNISHED INFO REGARDING CHOSEN INSTRUMENT PROBLEM DISCUSSED IN REFTTEL. BASIC CONCERN ABOUT FOREIGN COMPETITION, PARTICULARLY UNCLASSIFIED

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WHETHER SUCH COMPETITION MAY BE GOVERNMENT SUBSIDIZED, IS

PRINCIPAL FACTOR KEEPING SI AND E FROM FULLY COMMITTING
ITSELF TO BIDDING.

2. MR. JACK FOSTER, V.P. SALES, OF SI AND E, INDICATED
THAT HE WANTED TO PHONE KNR BUT SIPS SUGGESTED HE CALL
EMBASSY INSTEAD AND SPEAK WITH EITHER DREW OR MAYFIELD.

3. ACTION REQUESTED: WOULD APPRECIATE ANY INFO EMBASSY
HAS ON ANTICIPATED BIDDING BY INDIAN, JAPANESE AND
YUGOSLAVIAN FIRMS. IN AN EFFORT TO FIND WHO HAS
TRADITIONALLY BID ON KNR PROJECTS, SIPS HAS ATTEMPTED TO
LEARN FROM THE IBRD, PRICES ON A PREVIOUS PURCHASE MADE
BY KNR IN 1970 OR 1971 THROUGH IBRD FUNDS, BUT WAS TOLD
THAT THIS INFO WAS UNAVAILABLE FROM THE WORLD BANK IN
WASHINGTON. INGERSOLL

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